

A resident-owned community, or “ROC,” is a manufactured home community (MHC) in which a group of residents have organized for the purpose of purchasing and operating their community as a housing cooperative. The organization takes the form of a cooperative or nonprofit corporation, owned and operated by residents for the benefit of residents.

NCF helps residents of MHCs form a cooperative, purchase their community, learn how to successfully operate their cooperative, and supports the cooperative after purchase. NCF is a ROC USA™ Certified Technical Assistance Provider.

ROC USA is a national organization dedicated to expanding resident ownership across the United States. Since ROC USA’s inception in May 2008, CTAPs like NCF have facilitated 198 resident purchases in 20 states, representing over \$600 million in financing.

## CONVERSION PROCESS

Every community presents a different set of circumstances, but in general, this is how the process works.

- 1. Feasibility.** NCF confirms preliminary feasibility of converting the community to a cooperative by obtaining sales price expectation and operating information from the owner.
- 2. Negotiate Purchase.** NCF negotiates the terms of a purchase agreement.
- 3. First Resident Meeting.** NCF hosts an informational meeting to introduce residents to the cooperative concept and explore resident interest and capacity to undertake the project.
- 4. Formation of Resident Corporation.** NCF assists residents with formation of the resident organization and organizing members. Members elect an Interim Board of Directors. The Board hires an attorney to represent them in negotiations and contracts with NCF for technical assistance.
- 5. Due Diligence.** During the due diligence period, the Interim Board applies for financing, contracts for a physical capital needs assessment, a Phase I Environmental Review, an appraisal, and site survey to confirm that the purchase will be viable and meets the requirements of the lender.
- 6. Resident Purchase.** The resident corporation buys the property from the owner.
- 7. Ongoing Support.** After the purchase, NCF provides on-going technical assistance and support to the resident organization.